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**PIERCE, HARDY & WARNER.**  
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Corner Sixth and Douglas streets, with A. A. & J. H. Wise, real estate.**To Correspondents of The Gazette:**  
Correspondents of THE GAZETTE will forward immediately all important news items by wire when available, otherwise by earliest mail or express service.

WEDNESDAY EVENING, MAY 5.

**LAS VEGAS' NEEDS.**

When business is slack with the merchants of Las Vegas how many of them sit down and soberly think out the cause for the depression? It is a patent fact that for the past two years this city has been dependent for prosperity upon local trade only, and this accounts for the standstill of journal footings of merchants during that time. It is true that Las Vegas has to back it, as tributary to its wealth and business, what is by far the richest portion of the great southwestern country included in southern Colorado, New Mexico, western Texas and Arizona. The direct trade from our own county of San Miguel, added to that of Mora county, is sufficient to make Las Vegas an important commercial point and one of those fortunate places designated as "good towns." The people of Las Vegas are wide-awake and pushing if anything, and the present position does not please them. They want to see the City of Meadows, with its wonderful advantages and unequalled resources, come to the front as a center of growth and prosperity. The business men of this place wish their ledger footings increased year by year and sparkling success take the place of uncertain growth.

THE GAZETTE has sounded the situation and to fill its mission as a daily journal, working to build up the community in which it is situated, points out the cause and effect. The Atchison, Topeka & Santa Fe railroad company has always been a friend to Las Vegas and in more ways than one has added to the stability and growth of the city. But from a business man's point of view there is more to be done to aid the development of the trade and business of Las Vegas and which the railroad company can well grant without loss to itself.

The great and growing trade of Lincoln county always came naturally to Las Vegas. Three years ago the wagons of the freighters rolled through the streets loaded down with merchandise for Lincoln county. Three years ago there was not a Las Vegas merchant but had a customer in the county of Lincoln. Today they are few and far between, and a wagon train for the lower Pecos will soon become a curiosity. See how Lincoln county has grown. From a tax return of about \$400,000 in 1882 it has increased its wealth until today the assessor's books show over \$5,000,000 of taxable property. The fault then lies not with Lincoln county but with Las Vegas.

This great traffic has gone to other points, but it is not altogether lost. Many Lincoln county people look upon Las Vegas as "their town" and, in the face of the heavy discriminating freight tariff of the railroad company, still come to this point to buy their goods. El Paso has captured a valuable part of the trade of the southern part of Lincoln county by reason of the cut rate which it has so long enjoyed, and which rate enables the merchants of that place to sell with profit for less than similar merchandise costs Las Vegas merchants, laid down.

Las Vegas, of course, enjoying no competing lines of railroad, cannot expect a rate like El Paso has, but even with a fair reduction our merchants by reason of their acquaintance and superior facilities would be able to "hold their own" against the world.

The question of course will arise: Will it pay the Atchison, Topeka & Santa Fe road to make a liberal reduction in the freight rate to New Mexico's cities? THE GAZETTE says it would. In the first place the Santa Fe road gets but a small proportion of the business into El Paso. The hauling is divided and the Texas roads get the lion's share. With the trade branching from New Mexico cities the Atchison road would have all of the business, and a low freight rate would do more than anything

else to prevent the building of a competing line. Any business man can follow the subject into detail. The bare facts are only given here.

The question of revising the local freight tariff on articles of home production merits the attention of the railroad company. Thanks to L. P. Browne, Chas. Blanchard and others of Las Vegas' progressive citizens, a reduced rate was obtained last year on many of New Mexico's products, but the matter now needs another revision. How is it that the Texas Pacific railroad can haul lumber 920 miles into El Paso and sell it there with profit at \$22.50 per 1,000 while Las Vegas, one of the finest lumber supply points in the west, is compelled to stand back with idle mills because the freight rate makes Las Vegas lumber "cost" just \$23.50 at the same point.

These questions are of importance to those who wish to see Las Vegas hold her hard earned supremacy as the leading city of the southwest and thinking men must seek to evolve a remedy.

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